EPA SPECS

EPA mileage ratings for 1988 models

Est. City	MPG Hwy	Car Line	CID & Fuel System	Trans.
		TWO-SEAT CARS		
50	56	Honda Civic CRX HF	91-FI	M5
45	53	Honda Civic CRX HF	91-FI	M5
34	39	Honda Civic CRX	91-FI	M5
30	37	Honda Civic CRX	91-FI	L4
29	36	Honda Civic CRX	97-FI	M5
28	37	Ford EXP	113-FI	M5
26	34	Ford EXP	113-FI	M5
26	31	Toyota MR2	97-FI	M5
25	32	Subaru XT-DL	109-FI	M5
25	30	Toyota MR2	97-FI	L4
24	35	Pontiac Fiero	151-FI	M5
24	31	Pontiac Fiero	151-FI	L3
24	30	Ford EXP	113-FI	A3
24	30	Toyota MR2	97-FI	M5
22	27	Toyota MR2	97-FI	L4
21	27	Alfa Romeo Spider	120-FI	M5
19	29	Buick Reatta	231-FI	L4
19	23	Maserati Q Turbo	135-FI	A3
18	26	Nissan 300ZX	181-FI	L4
18	24	Pontiac Fiero	173-FI	L3
17	27	Pontiac Fiero	173-FI	M5
17	25	Nissan 300ZX Turbo	181-FI	M5
17	25	Nissan 300ZX	181-FI	M5
17	24	Mazda RX-7	80-FI	M5
17	24	Nissan 300ZX Turbo	181-FI	L4
17	24	Chevrolet Corvette	350-FI	M4
17	24	Chevrolet Corvette Convertible	350-FI	M4
17	23	Mazda RX-7	80-FI	L4
17	23	Mazda RX-7 Turbo	80-FI	M5
16	25	Chevrolet Corvette	350-FI	L4
16	25	Chevrolet Corvette Convertible	350-FI	L4
16	24	Cadillac Allante	249-FI	L4
14	17	Mercedes-Benz 560SL	338-FI	A4
13	18	Ferrari 328 GTS-GTB	194-FI	M5
13	17	Jaguar XJ-SC	326-FI	A3
10	15	Ferrari Testarossa	302-FI	M5
6	10	Lamborghini Countach	315-FI	M5
		MINICOMPACT CARS		
54	58	Chevrolet Sprint Metro	61-2bc	M5
37	43	Suzuki Forsa Turbo	61-FI	M5
37	43	Pontiac Turbo Firefly	61-FI	M5
37	43	Chevrolet Turbo Sprint	61-FI	M5
26	32	Toyota Celica Convertible	122-FI	M5
25	32	Toyota Celica Convertible	122-FI	L4
24	27	Volkswagen Cabriolet	109-FI	M5
22	24	Volkswagen Cabriolet	109-FI	A3
20	28	Porsche 924S	151-FI	M5
20	28	Porsche 944	151-FI	M5
20	23	Porsche 924S	151-FI	A3
19	27	Porsche 944 Turbo	151-FI	M5
19	26	Porsche 944S	151-FI	M5
19	22	Porsche 944	151-FI	A3
18	25	Porsche 911 Carrera	193-FI	M5
16	22	Porsche 911 Turbo	201-FI	M4
16	21	Porsche 928 S4	302-FI	A4
15	23	Porsche 928 S4	302-FI	M5
13	18	Ferrari 3.2 Mondial Cabriolet	194-FI	M5
		SUBCOMPACT CARS		
44	49	Pontiac Firefly	61-2bc	M5
44	49	Suzuki Forsa	61-2bc	M5
44	49	Chevrolet Sprint	61-2bc	M5
39	43	Ford Festiva	61-2bc	M5
38	42	Daihatsu Charade	61-FI	M5
38	40	Ford Festiva	81-2bc	M4
38	40	Pontiac Firefly	61-2bc	A3
38	40	Suzuki Forsa	61-2bc	A3
38	40	Chevrolet Sprint	61-2bc	A3
37	41	Isuzu I-Mark	90-2bc	M5
37	41	Chevrolet Spectrum	90-2bc	M5
37	41	Pontiac Sunburst	90-2bc	M5
37	39	Subaru Justy	73-2bc	M5
35	41	Toyota Tercel EZ	89-1bc	M4
35	38	Honda Civic	91-FI	M4
34	38	Dodge Colt	90-2bc	M4
34	38	Plymouth Colt	90-2bc	M4
34	38	Mitsubishi Mirage	90-2bc	M4
33	39	Isuzu I-Mark	90-2bc	M5
33	37	Honda Civic	91-FI	M5
32	37	Dodge Colt	90-2bc	M5
32	37	Plymouth Colt	90-2bc	M5
32	37	Mitsubishi Mirage	90-2bc	M5
31	37	Toyota Tercel	89-1bc	M5
31	35	Toyota Tercel	89-1bc	M4
31	33	Isuzu I-Mark	90-2bc	A3
31	33	Chevrolet Spectrum	90-2bc	A3
31	33	Pontiac Sunburst	90-2bc	A3
30	37	Toyota Corolla FX	97-2bc	M5
30	35	Toyota Corolla	97-2bc	M5
30	34	Mercedes-Benz 190D 2.5 Diesel	152-FI	A4
30	32	Dodge Colt	90-2bc	L3
30	32	Plymouth Colt	90-2bc	L3
29	36	Nissan Sentra Coupe	98-FI	M5
29	35	Honda Civic	91-FI	L4
29	32	Mitsubishi Mirage	90-2bc	L3
28	37	Hyundai Excel	90-2bc	M5
28	37	Mitsubishi Precis	90-2bc	M5
28	36	Isuzu I-Mark Turbo	90-FI	M5
28	36	Chevrolet Spectrum Turbo	90-FI	M5
28	33	Toyota Tercel	89-1bc	L3
28	31	Yugo GV	68-2bc	M4
27	34	Toyota Corolla	97-2bc	L4
27	33	Hyundai Excel	90-2bc	M4
27	33	Mitsubishi Precis	90-2bc	M4
27	32	Yugo GV	79-2bc	M5
27	31	Hyundai Excel	90-2bc	L3
27	31	Mitsubishi Precis	90-2bc	L3
27	31	Toyota Corolla FX	97-2bc	L3
27	30	Toyota Corolla	97-2bc	L3
26	34	Nissan Pulsar NX	98-FI	M5
26	32	Toyota Celica	122-FI	M5
26	31	Subaru Hatchback	109-2bc	M5
26	29	Nissan Sentra Coupe	98-FI	L3
25	34	Pontiac Sunbird Convertible	122-FI	M5
25	32	Toyota Celica	122-FI	L4
25	32	Subaru XT	109-FI	M5
25	31	Dodge Colt Turbo	98-FI	M5
25	31	Plymouth Colt Turbo	98-FI	M5
25	31	Mitsubishi Mirage Turbo	98-FI	M5
25	30	Volkswagen Fox	109-FI	M4
25	30	Ford Mustang	140-FI	M5
25	30	Nissan Pulsar NX	98-FI	L3
25	29	Toyota Corolla	97-FI	M5
25	29	Toyota Corolla FX	97-FI	M5
24	31	Mitsubishi Cordia	122-2bc	M5
24	31	Subaru XT	109-FI	L4
24	31	Mitsubishi Tredia	122-2bc	M5
24	28	Subaru XT 4wd	109-FI	M5
24	26	Dodge Colt Turbo	98-FI	L3
24	26	Plymouth Colt Turbo	98-FI	L3
24	26	Mitsubishi Mirage Turbo	98-FI	L3
23	31	Pontiac Sunbird Convertible	122-FI	L3
23	29	Toyota Corolla FX	97-FI	L4
23	29	Nissan Pulsar NX	110-FI	M5
22	28	Dodge Daytona	152-FI	L3
23	28	Chrysler LeBaron Convertible	152-FI	L3
23	28	Nissan 200SX	120-FI	M5
23	27	Honda Prelude 16-valve	119-FI	M5
23	27	Audi 80-90	121-FI	A3
23	27	Honda Prelude	119-2bc	M5
23	25	Mitsubishi Cordia	122-2bc	L3
23	25	Subaru Hatchback	109-2bc	L3
23	25	Mitsubishi Tredia	122-2bc	L3
22	31	Dodge Daytona	152-2bc	L3
22	31	Chrysler LeBaron Convertible	152-FI	M5
22	30	Audi 80-90	121-FI	M5
22	28	Toyota Celica	122-FI	L4
22	28	Toyota Celica	122-FI	M5
22	28	Mitsubishi Cordia Turbo	110-FI	M5
22	28	Volkswagen Scirocco 16V	109-FI	M5
22	28	Mitsubishi Tredia Turbo	110-FI	M5
22	28	Nissan 200SX	120-FI	L4
21	29	Dodge Daytona Turbo	135-FI	M5
21	29	Chrysler LeBaron Convertible Turbo	135-FI	M5
21	29	Mercedes-Benz 190E 2.3	140-FI	M5
21	28	Nissan Pulsar NX	110-FI	L4
21	27	Ford Mustang	140-FI	L4
21	27	Isuzu Impulse Turbo	121-FI	M5
21	27	Honda Prelude 16-valve	119-FI	L4
21	27	Saab 900 Convertible Turbo	121-FI	M5
21	24	Mercedes-Benz 190E 2.3	140-FI	A4
20	30	Pontiac Sunbird Convertible Turbo	121-FI	M5
20	29	Chevrolet Cavalier Convertible	173-FI	M5
20	28	Subaru XT	163-FI	L4
20	27	Chevrolet Cavalier Convertible	173-FI	L3
20	27	Pontiac Sunbird Convertible Turbo	121-FI	L3
20	26	Isuzu Impulse Turbo	121-FI	L4
20	26	Isuzu Impulse	138-FI	L4
20	26	Isuzu Impulse	138-FI	M5
20	26	Honda Prelude	119-2bc	L4
20	25	Dodge Daytona Turbo	135-FI	A3
20	25	Chrysler LeBaron Convertible Turbo	135-FI	A3
20	25	Audi 80-90	141-FI	M5
20	23	Mercedes-Benz 190E 2.6	159-FI	A4
20	22	Saab 900 Convertible Turbo	121-FI	A3
19	27	Chevrolet Camaro	173-FI	L4
19	27	Pontiac Firebird Trans Am	173-FI	L4
19	26	Toyota Celica Turbo	122-FI	M5
19	26	Nissan 200SX	181-FI	M5
19	25	Subaru XT 4wd	163-FI	L4
18	27	Ford Mustang	302-FI	L4
18	26	Mercedes-Benz 190E 2.6	159-FI	M5
18	26	Nissan 300ZX 2 + 2	181-FI	L4
18	25	Subaru XT 4wd	163-FI	M5
18	25	Nissan 200SX	181-FI	L4
18	25	Alfa Romeo Milano	182-FI	M5
18	24	Chrysler Conquest Turbo	156-FI	L4
18	24	Alfa Romeo Milano	152-FI	M5
18	24	Mitsubishi Starion Turbo	156-FI	L4
18	24	Audi 80-90 Quattro	141-FI	M5
18	23	Toyota Supra Turbo	180-FI	L4
18	23	Toyota Supra	180-FI	L4
18	23	Toyota Supra Turbo	180-FI	M5
18	23	Toyota Supra	180-FI	M5
18	22	Chrysler Conquest Turbo	156-FI	M5
18	22	Mitsubishi Starion Turbo	156-FI	M5
18	22	Alfa Romeo Milano	152-FI	A3
17	29	BMW 3-Series	140-FI	M5
17	27	Chevrolet Camaro	173-FI	M5
17	27	Pontiac Firebird Trans Am	173-FI	M5
17	26	Chevrolet Camaro	305-FI	L4
17	26	Pontiac Firebird Trans Am	305-FI	L4
17	25	Nissan 300ZX 2 + 2	181-FI	M5
17	25	Chevrolet Camaro	305-FI	L4
17	22	Mercedes-Benz 300CE	181-FI	A4
16	26	Chevrolet Camaro	305-FI	M5
16	26	Pontiac Firebird Trans Am	305-FI	M5
16	25	Chevrolet Camaro	350-FI	L4
16	25	Chevrolet Camaro	305-FI	M5
16	25	Pontiac Firebird Trans Am	350-FI	L4
16	25	Pontiac Firebird Trans Am	305-FI	M5
16	24	Ford Mustang	302-FI	M5
15	20	BMW 6-Series	209-FI	M5
14	18	BMW 6-Series	209-FI	L4
13	17	Jaguar XJ-S	326-FI	A3
10	19	BMW 6-Series	211-FI	M5
9	11	Rolls-Royce Bentley Continental	412-FI	A3
9	11	Rolls-Royce Corniche II	412-FI	A3
		COMPACT CARS		
33	42	Ford Escort	113-FI	M4
31	40	Pontiac LeMans	98-FI	M5
30	39	Pontiac LeMans	98-FI	M4
30	37	Chevrolet Nova	97-2bc	M5
29	36	Nissan Sentra	98-FI	M5
29	35	Nissan Sentra	98-FI	M4
28	37	Ford Escort	113-FI	M5
28	35	Mercury Tracer	97-FI	M5
28	33	Mazda 323	98-FI	M5
27	38	Oldsmobile Firenza	122-FI	M5
27	38	Buick Skyhawk	122-FI	M5
27	38	Pontiac Sunbird	122-FI	M5
27	34	Honda Accord	119-2bc	M5
27	32	Pontiac LeMans	98-FI	L3
27	31	Chevrolet Nova	97-2bc	L3
26	34	Ford Escort	113-FI	M5
26	32	Toyota Camry	122-FI	M5
26	32	Oldsmobile Firenza	122-FI	L3
26	32	Buick Skyhawk	122-FI	L3
26	32	Pontiac Sunbird	122-FI	L3
26	30	Ford Laser	98-FI	M4
26	30	Mazda 323	98-FI	M4
25	29	Nissan Sentra	98-FI	L3
25	36	Chevrolet Cavalier	121-FI	M5
25	36	Oldsmobile Cutlass Calais	138-FI	M5
25	36	Oldsmobile Firenza	121-FI	M5
25	36	Pontiac Grand Am	138-FI	M5
25	36	Buick Skyhawk	121-FI	M5
25	35	Chevrolet Beretta	121-FI	M5
25	35	Chevrolet Corsica	121-FI	M5
25	34	Plymouth Horizon	135-FI	M5
25	34	Dodge Omni	135-FI	M5
25	34	Volkswagen Jetta	109-FI	M5
25	33	Volkswagen Golf	109-FI	M5
25	33	Dodge Shadow	135-FI	M5
25	33	Plymouth Sundance	135-FI	M5
25	32	Toyota Camry	122-FI	L4
25	32	Chevrolet Cavalier	121-FI	L3
25	32	Oldsmobile Firenza	121-FI	L3
25	32	Buick Skyhawk	121-FI	L3
25	32	Subaru 3-dr. Sedan	109-FI	M5
25	30	Honda Accord	119-FI	M5
25	30	Toyota Camry	122-FI	L4
25	30	Plymouth Horizon	135-FI	L3
25	30	Dodge Omni	135-FI	L3
25	29	Chevrolet Nova	97-FI	M5
25	29	Mercury Tracer	97-FI	A3
25	27	Subaru 3-dr. Sedan	109-FI	L3
24	34	Oldsmobile Cutlass Calais	138-FI	L3
24	34	Pontiac Grand Am	138-FI	L3
24	34	Buick Skylark	138-FI	L3
24	31	Chevrolet Beretta	121-FI	L3
24	31	Chevrolet Corsica	121-FI	L3
24	30	Ford Escort	113-FI	A3
24	30	Honda Accord	119-2bc	L4
24	30	Ford Laser	98-FI	L4
24	30	Mazda 323	98-FI	L4
24	29	Dodge Shadow	135-FI	L3
24	28	Chevrolet Nova	97-FI	L4
23	33	Oldsmobile Cutlass Calais	151-FI	M5
23	33	Pontiac Grand Am	151-FI	M5
23	33	Buick Skylark	151-FI	M5
23	31	Oldsmobile Cutlass Calais	151-FI	L3
23	31	Pontiac Grand Am	151-FI	L3
23	31	Dodge Shadow	152-FI	M5
23	31	Buick Skylark	151-FI	L3
23	31	Plymouth Sundance	152-FI	M5
23	29	Honda Accord	119-FI	L4
23	28	Volkswagen Golf	109-FI	A3
23	28	Volkswagen Jetta	109-FI	A3
23	28	Chrysler LeBaron	135-FI	L3
23	28	Chrysler LeBaron	152-FI	L3
23	28	Dodge Shadow	152-FI	L3
23	28	Plymouth Sundance	152-FI	L3
23	28	Plymouth Sundance	135-FI	L3
22	31	Chrysler LeBaron	152-FI	M5
22	29	Volkswagen GTI 16V	109-FI	M5
22	29	Volkswagen Jetta GLI 16V	109-FI	M5
22	28	Nissan Stanza	120-FI	M5
22	27	Toyota Camry	122-FI	M5
22	27	Mazda 323 Turbo	98-FI	M5
22	27	Saab 900 Turbo	121-FI	M5
22	27	Saab 900	121-FI	M5
22	27	Ford Tempo	140-FI	A3
22	27	Mercury Topaz	140-FI	A3
22	27	Volvo 240 DL, 240 GL	141-FI	M5
22	24	Subaru 3-dr. Sedan Turbo	109-FI	A3
21	31	Pontiac Sunbird Turbo	121-FI	M5
21	29	Chrysler LeBaron Turbo	135-FI	M5
21	29	Dodge Shadow Turbo	135-FI	M5
21	29	Plymouth Sundance Turbo	135-FI	M5
21	27	Mercury Cougar	231-FI	L4
21	27	Saab 900 Turbo	121-FI	M5
21	27	Saab 900	121-FI	M5
21	27	Nissan Stanza	120-FI	L4
21	27	Subaru 3-dr. Sedan 4wd Turbo	109-FI	L4
21	27	Ford Thunderbird	231-FI	L4
21	25	Subaru 3-dr. Sedan 4wd Turbo	109-FI	M5
21	24	Mazda 323 Turbo	98-FI	M5
20	30	Pontiac Grand Am Turbo	121-FI	M5
20	29	Chevrolet Cavalier	173-FI	M5
20	29	Cadillac Cimarron	173-FI	M5
20	27	Chevrolet Cavalier	173-FI	L3
20	27	Cadillac Cimarron	173-FI	L3
20	27	Pontiac Grand Am Turbo	121-FI	L3
20	27	Pontiac Sunbird Turbo	121-FI	L3
20	26	Chevrolet Beretta	173-FI	L3
20	26	Chevrolet Corsica	173-FI	L3
20	25	Chrysler LeBaron Turbo	135-FI	A3
20	25	Dodge Shadow Turbo	135-FI	A3
20	25	Plymouth Sundance Turbo	135-FI	A3
20	25	Merkur XR4Ti Turbo	140-FI	M5
20	24	Volvo 240 DL, 240 GL	141-FI	A4
20	24	Mercedes-Benz 260E	159-FI	A4
20	23	Saab 900 Turbo	121-FI	A3
19	29	Chevrolet Beretta	173-FI	M5
19	29	Chevrolet Beretta	173-FI	M5
19	29	Chevrolet Corsica	173-FI	M5
19	29	Chevrolet Corsica	173-FI	M5
19	27	Oldsmobile Cutlass Calais	181-FI	L3
19	27	Buick Skylark	181-FI	L3
19	25	BMW 5-Series	164-FI	M5
19	24	Austin Rover Sterling	152-FI	M5
19	24	Acura Legend	163-FI	M5
19	24	Volkswagen Quantum	136-FI	M5
19	23	BMW 5-Series	164-FI	L4
19	22	Peugeot 505 Sedan	152-FI	L4
19	22	Saab 900	121-FI	A3
19	21	Saab 900	121-FI	A3
18	27	Ford Thunderbird	302-FI	L4
18	27	Ford Thunderbird Turbo	140-FI	M5
18	26	Nissan Maxima	181-FI	M5
18	26	Mercedes-Benz 260E	159-FI	M5
18	25	Mercury Cougar	302-FI	L4
18	25	Jaguar XJ-6	219-FI	L4
18	24	Toyota Cressida	168-FI	L4
18	24	Nissan Maxima	181-FI	L4
18	24	Peugeot 505 Sedan Turbo	131-FI	M5
18	23	Austin Rover Sterling	152-FI	L4
18	23	Acura Legend	163-FI	L4
18	23	Peugeot 505 Sedan	131-FI	M5
18	22	Mitsubishi Galant Sigma	181-FI	A4
18	22	Volkswagen Quantum	136-FI	A3
18	22	Peugeot 505 Sedan	174-FI	L4
18	22	Peugeot 505 Sedan Turbo	131-FI	L4
18	22	Peugeot 505 Sedan	174-FI	M6
18	21	Merkur XR4Ti Turbo	140-FI	A3
17	25	Mercedes-Benz 300E	181-FI	M5
17	24	Mitsubishi Galant Sigma	181-FI	M5
17	24	Jaguar XJ-6	219-FI	L4
17	23	Ford Thunderbird Turbo	140-FI	L4
17	22	Mercedes-Benz 300E	181-FI	A4
17	20	Volvo 780	174-FI	A4
16	21	BMW 5-Series	209-FI	L4
15	21	BMW 5-Series	209-FI	M5
13	16	Mercedes-Benz 560SEC	338-FI	A4
10	19	BMW 5-Series	211-FI	M5
		MID-SIZE CARS		
25	34	Dodge Lancer	135-FI	M5
25	34	Chrysler LeBaron GTS	135-FI	M5
25	33	Dodge Aries	135-FI	M5
25	33	Plymouth Reliant	135-FI	M5
25	33	Eagle Renault Medallion Sedan	132-FI	M5
25	30	Dodge Aries	135-FI	L3
25	30	Plymouth Reliant	135-FI	L3
24	31	Chevrolet Celebrity	151-FI	L3
24	31	Buick Century	151-FI	L3
24	31	Oldsmobile Cutlass Ciera	151-FI	L3
24	31	Mazda 626, MX-6	133-FI	M5
24	31	Pontiac 6000	151-FI	L3
23	32	Ford Taurus	152-FI	M5
23	28	Plymouth Caravelle	135-FI	L3
23	28	Plymouth Caravelle	152-FI	L3
23	28	Dodge Dynasty	152-FI	L3
23	28	Dodge Lancer	152-FI	L3
23	28	Dodge Lancer	135-FI	L3
23	28	Chrysler LeBaron GTS	135-FI	L3
23	28	Chrysler LeBaron GTS	152-FI	L3
23	28	Dodge 600	152-FI	L3
23	28	Dodge 600	135-FI	L3
23	27	Dodge Aries	152-FI	L3
23	27	Plymouth Reliant	152-FI	L3
22	31	Dodge Lancer	152-FI	M5
22	31	Chrysler LeBaron GTS	152-FI	M5
22	28	Mazda 626, MX-6	133-FI	L4
22	27	Volvo 740, 760	141-FI	M5
21	29	Chevrolet Celebrity	173-FI	L4
21	29	Buick Century	173-FI	L4
21	29	Oldsmobile Cutlass Ciera	173-FI	L4
21	29	Dodge Lancer Turbo	135-FI	M5
21	29	Chrysler LeBaron GTS Turbo	135-FI	M5
21	29	Mercury Sable	182-FI	L4
21	29	Ford Taurus	182-FI	L4
21	28	Mazda 626, MX-6 Turbos	133-FI	M5
21	26	Ford Taurus	152-FI	A3
21	26	Volvo 740, 760	141-FI	L4
20	29	Chevrolet Celebrity	173-FI	M5
20	29	Oldsmobile Cutlass Supreme	173-FI	L4
20	29	Pontiac Grand Prix	173-FI	L4
20	29	Buick Regal	173-FI	L4
20	29	Pontiac 6000	173-FI	L4
20	29	Pontiac 6000	173-FI	M5
20	27	Chevrolet Celebrity	173-FI	L3
20	27	Buick Century	172-FI	L3
20	27	Oldsmobile Cutlass Ciera	173-FI	L3
20	27	Pontiac 6000	173-FI	L3
20	26	Eagle Renault Medallion Sedan	132-FI	A3
20	25	Plymouth Caravelle Turbo	135-FI	A3
20	25	Dodge Lancer Turbo	135-FI	A3
20	25	Chrysler LeBaron GTS Turbo	135-FI	A3
20	25	Chrysler New Yorker Turbo	135-FI	A3
20	25	Audi 5000S	141-FI	M5
20	25	Dodge 600 Turbo	135-FI	A3
20	25	Volvo 740, 760 Turbos	141-FI	M4
19	29	Buick Century	231-FI	L4
19	29	Oldsmobile Cutlass Ciera	231-FI	L4
19	29	Buick Riviera	231-FI	L4
19	29	Oldsmobile Toronado	231-FI	L4
19	28	Oldsmobile Cutlass Supreme	173-FI	M5
19	28	Pontiac Grand Prix	173-FI	M5
19	27	Chevrolet Monte Carlo	262-FI	L4
19	26	Dodge Dynasty	181-FI	L3
19	26	Chrysler New Yorker, Fifth Avenue	181-FI	L3
19	25	Mazda 626, MX-6 Turbos	133-FI	L4
19	23	Mazda 929	180-FI	L4
19	23	Audi 5000S	141-FI	A3
19	22	Volvo 740, 760 Turbos	141-FI	A4
18	26	Audi 5000CS Turbo	136-FI	M5
18	25	Oldsmobile Cutlass Supreme Classic	307-4bc	L4
18	24	Mazda 929	180-FI	M5
18	24	Audi 5000S Quattro	141-FI	M5
18	22	Audi 5000CS Turbo	136-FI	A3
17	25	Audi 5000CS Quattro Turbo	136-FI	M5
17	24	Lincoln Mark VII	302-FI	L4
17	24	Cadillac Eldorado	275-FI	L4
17	24	Chevrolet Monte Carlo	305-4bc	L4
17	24	Cadillac Seville	275-FI	L4
17	23	Dodge Diplomat	318-2bc	L3
17	23	Plymouth Gran Fury	318-2bc	L3
17	23	Chrysler Newport, Fifth Avenue	318-2bc	L3
17	23	Merkur Scorpio	170-FI	M5
17	23	Merkur Scorpio	179-FI	L4
17	20	Volvo 740, 760	174-FI	A4
17	19	Mercedes-Benz 300SEL	181-FI	A4
15	22	BMW 7-Series	209-FI	M5
15	18	Mercedes-Benz 420SEL	256-FI	A4
14	19	BMW 7-Series	209-FI	L4
13	16	Mercedes-Benz 560SEL	338-FI	A4
9	11	Rolls-Royce Bentley Eight, Bentley Mulsanne	412-FI	A3
9	11	Rolls-Royce Silver Spirit, Silver Spur	412-FI	A3
		LARGE CARS		
24	32	Eagle Premier	150-FI	M5
22	31	Eagle Premier	150-FI	L4
21	27	Saab 9000	121-FI	M5
20	28	Saab 9000 Turbo	121-FI	M5
19	29	Pontiac Bonneville	231-FI	L4
19	29	Oldsmobile Delta 88	321-FI	L4
19	29	Buick Electra	231-FI	L4
19	29	Buick LeSabre	231-FI	L4
19	29	Oldsmobile Ninety-Eight, Touring	231-FI	L4
19	27	Chevrolet Caprice	262-FI	L4
19	26	Saab 9000 Turbo	121-FI	L4
18	27	Eagle Premier	182-FI	L4
17	24	Cadillac Brougham	307-4bc	L4
17	24	Mercury Grand Marquis	302-FI	L4
17	24	Ford LTD Crown Victoria	302-FI	L4
17	24	Saab 9000	121-FI	L4
17	24	Lincoln Town Car	302-FI	L4
17	24	Cadillac DeVille	275-FI	L4
17	24	Cadillac Fleetwood	275-FI	L4
16	24	Chevrolet Caprice	305-4bc	L4
9	11	Rolls-Royce Silver Spur Limousine	412-FI	A3
		SMALL STATION WAGONS		
33	42	Ford Escort Wagon	113-FI	M4
30	35	Toyota Corolla Wagon	97-2bc	M5
28	37	Ford Escort Wagon	113-FI	M5
28	35	Nissan Sentra Wagon	98-FI	M5
28	33	Mazda 323 Wagon	98-FI	M5
27	38	Oldsmobile Firenza Cruiser	122-FI	M5
27	38	Buick Skyhawk Wagon	122-FI	M5
27	38	Pontiac Sunbird Wagon	122-FI	M5
27	30	Toyota Corolla Wagon	97-2bc	L3
26	32	Toyota Camry Wagon	122-FI	M5
26	32	Oldsmobile Firenza Cruiser	122-FI	L3
26	32	Pontiac Sunbird Wagon	122-FI	L3
26	30	Toyota Tercel Wagon	89-2bc	M5
26	28	Nissan Sentra Wagon	98-FI	L3
25	36	Chevrolet Cavalier Wagon	121-FI	M5
25	36	Oldsmobile Firenza Cruiser	121-FI	M5
25	36	Buick Skyhawk Wagon	121-FI	M5
25	32	Chevrolet Cavalier Wagon	121-FI	L3
25	32	Oldsmobile Firenza Cruiser	121-FI	L3
25	32	Buick Skyhawk Wagon	121-FI	L3
25	31	Subaru Wagon	109-FI	M5

EPA SPECS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
25	30	Toyota Camry Wagon	122-FI	L4
25	30	Volkswagen Fox Wagon	109-FI	M4
25	29	Nissan Sentra Wagon 4wd	98-FI	M5
25	29	Mercury Tracer Wagon	97-○FI	A3
25	27	Subaru Wagon	109-□FI	L3
24	31	Buick Skyhawk Wagon	122-FI	L3
24	30	Ford Escort Wagon	113-FI	A3
24	28	Mazda 323 Wagon	98-FI	A3
24	25	Toyota Tercel Wagon	89-2bc	A3
23	29	Dodge Colt Vista	122-FI	M5
23	29	Plymouth Colt Vista	122-FI	M5
23	24	Dodge Colt Vista	122-FI	L3
23	24	Plymouth Colt Vista	122-FI	L3
23	24	Mitsubishi Space Wagon	122-FI	L3
22	24	Subaru Wagon Turbo	109-FI	A3
21	27	Subaru Wagon 4wd Turbo	109-FI	L4
21	25	Subaru Wagon 4wd Turbo	109-FI	M5
20	29	Chevrolet Cavalier Wagon	173-FI	M5
20	27	Chevrolet Cavalier Wagon	173-FI	L3
19	23	Volkswagen Quantum Wagon	136-FI	M5
18	24	Nissan Maxima Wagon	181-FI	L4
18	22	Volkswagen Quantum Wagon	136-FI	A3
17	21	Volkswagen Quantum Syncro Wagon	136-FI	M5

MID-SIZE STATION WAGONS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
25	34	Plymouth Reliant Wagon	135-FI	M5
25	33	Dodge Aries Wagon	135-FI	M5
24	33	Eagle Renault Medallion Wagon	132-○FI	M5
24	31	Chevrolet Celebrity Wagon	151-FI	L3
23	28	Dodge Aries Wagon	152-FI	L3
23	28	Dodge Aries Wagon	135-FI	L3
23	28	Plymouth Reliant Wagon	152-FI	L3
23	28	Plymouth Reliant Wagon	135-FI	L3
23	28	Chrysler Town & Country Wagon	152-FI	L3
22	29	Buick Century Wagon	151-FI	L3
22	29	Oldsmobile Cutlass Cruiser	151-FI	L3
22	29	Pontiac 6000 Wagon	151-FI	L3
22	28	Volvo 240 DL, 240 GL Wagon	141-FI	M5
22	28	Volvo 740, 760 Wagon	141-FI	M5
22	27	Nissan Stanza Wagon 2wd	120-FI	M5
21	29	Mercury Sable Wagon	182-FI	L4
21	29	Ford Taurus Wagon	182-FI	L4
21	26	Volvo 740, 760 Wagon	141-FI	L4
21	25	Nissan Stanza Wagon 2wd	120-FI	L4
20	29	Chevrolet Celebrity Wagon	173-FI	L4
20	29	Buick Century Wagon	173-FI	L4
20	29	Oldsmobile Cutlass Cruiser	173-FI	L4
20	29	Potiac 6000 Wagon	173-FI	L4
20	25	Chrysler Town & Country Wagon Turbo	135-FI	A3
20	25	Volvo 740, 760 Wagon Turbos	141-FI	M4
20	24	Volvo 240 DL, 240 GL Wagon	141-FI	A4
19	29	Buick Century Wagon	231-FI	L4
19	29	Oldsmobile Cutlass Cruiser	231-FI	L4
19	28	Chevrolet Celebrity Wagon	173-FI	M5
19	28	Pontiac 6000 Wagon	173-FI	M5
19	26	Mercury Sable Wagon V-6	182-FI	L4
19	26	Ford Taurus Wagon V-6	182-FI	L4
19	24	Eagle Renault Medallion Wagon	132-○FI	A3
19	22	Peugeot 505 Station Wagon	131-○FI	L4
19	22	Volvo 740, 760 Wagon Turbo	141-FI	A4
18	24	Audi 5000S Wagon	141-FI	M5
18	22	Audi 5000S Wagon	141-FI	A3
18	22	Peugeot 505 Station Wagon Turbo	131-○FI	L4
18	22	Peugeot 505 Station Wagon	131-○FI	M5
17	25	Audi 5000CS Quattro Wagon Turbo	136-FI	M5
17	20	Mercedes-Benz 300TE	181-FI	A4

LARGE STATION WAGONS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
17	24	Chevrolet Caprice Wagon	307-4bc	L4
17	24	Oldsmobile Custom Cruiser	307-4bc	L4
17	24	Mercury Grand Marquis Wagon	302-FI	L4
17	24	Buick LeSabre, Electra Wagon	307-4bc	L4
17	24	Ford LTD Crown Victoria Wagon	302-FI	L4
17	24	Pontiac Safari Wagon	307-4bc	L4

SMALL PICKUP TRUCKS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
24	30	Chevrolet S10 Pickup 2wd	151-FI	M5
24	30	GMC S15 Pickup 2wd	151-FI	M5
24	28	Ford Ranger Pickup 2wd	140-FI	M5
23	28	Dodge Ram 50 2wd	122-2bc	M5
23	28	Mitsubishi Truck 2wd	122-2bc	M5
23	27	Toyota Truck 2wd	144-2bc	M4
23	27	Toyota Truck 2wd	144-FI	M5
23	26	Dodge Ram 50 2wd	122-2bc	A4
23	26	Mitsubishi Truck 2wd	122-2bc	A4
22	27	Ford Ranger Pickup 2wd	140-FI	L4
22	27	Ford Ranger Pickup 4wd	140-FI	M5
22	26	Ford Ranger Pickup 2wd	122-●2bc	M5
22	26	Nissan Truck 2wd	146-FI	M5
22	23	Toyota Truck 2wd	144-FI	A4
21	28	Chevrolet S10 Pickup 2wd	151-FI	L4
21	28	GMC S15 Pickup 2wd	151-FI	L4
21	26	Ford Courier	133-2bc	M5
21	26	Mazda B2200, B2600	133-2bc	M5
21	25	Mazda B2200, B2600	133-2bc	M4
21	25	Toyota Truck 2wd	144-●2bc	M5
21	25	Toyota Truck 2wd	144-2bc	M5
21	24	Nissan Truck 2wd	146-FI	M4
21	23	Toyota Truck 2wd	144-●2bc	M4
20	26	Nissan Truck 2wd	146-FI	L4
20	25	Ford Courier	133-2bc	L4
20	25	Mazda B2200, B2600	133-2bc	L4
20	25	Dodge Ram 50 2wd	156-2bc	M5
20	25	Mitsubishi Truck 2wd	156-2bc	M5
20	24	Toyota Truck 2wd Turbo	144-FI	M5
20	22	Dodge Ram 50 2wd	156-2bc	A4
20	22	Mitsubishi Truck 2wd	156-2bc	A4
19	26	Chevrolet S10 Pickup 2wd	173-FI	M5
19	26	GMC S15 Pickup 2wd	173-FI	M5
19	25	Chevrolet S10 Pickup 2wd	173-FI	M4
19	25	GMC S15 Pickup 2wd	173-FI	M4
19	24	Ford Ranger Pickup 2wd	179-FI	M5
18	24	Mazda B2200, B2600	156-2bc	M5
18	23	Ford Ranger Pickup 4wd	179-FI	M5
18	22	Ford Ranger Pickup 2wd	179-FI	L4
18	21	Mazda B2200, B2600	156-2bc	L4
18	21	Nissan Truck 2wd	181-FI	L4
17	25	Chevrolet S10 Pickup 2wd	173-FI	L4
17	25	GMC S15 Pickup 2wd	173-FI	L4
17	24	Nissan Truck 2wd	181-FI	M5
17	21	Ford Courier Pickup 4wd	156-2bc	M5
17	21	Mazda B2600 4wd	156-2bc	M5
17	21	Ford Ranger Pickup 4wd	179-FI	L4
17	18	Mazda B2600 4wd	156-2bc	L3

STANDARD PICKUP TRUCKS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
23	28	Dodge Dakota 2wd	135-2bc	M5
22	25	Jeep Comanche 2wd	150-FI	M4
22	25	Jeep Comanche 4wd	150-FI	M4
22	23	Toyota 1-Ton Truck 2wd	144-FI	A4
21	24	Jeep Comanche 2wd	150-FI	M5
21	24	Toyota Truck 4wd	144-FI	M5
20	27	Chevrolet T10 Pickup 4wd	151-FI	M5
20	27	GMC T15 Pickup 4wd	151-FI	M5
20	26	Chevrolet T10 Pickup 4wd	151-FI	L4
20	26	GMC T15 Pickup 4wd	151-FI	L4
20	23	Jeep Comanche 4wd	150-FI	M5
20	23	Chevrolet C20 Pickup 2wd Diesel	379-●FI	M4
20	23	GMC C25 Pickup 2wd Diesel	379-●FI	M4
20	22	Chevrolet C10 Pickup 2wd Diesel	379-●FI	M4
20	22	GMC C15 Pickup 2wd Diesel	379-●FI	M4
19	25	Chevrolet C10 Pickup 2wd Diesel	379-●FI	L4
19	25	GMC C15 Pickup 2wd Diesel	379-●FI	L4
19	22	Dodge Power Ram 50 4wd	156-2bc	M5
19	22	Mitsubishi Truck 4wd	156-2bc	M5
19	22	Toyota 1-Ton Truck 2wd	144-FI	M5
18	25	Chevrolet C20 Pickup 2wd Diesel	379-●FI	L4
18	25	GMC C25 Pickup 2wd Diesel	379-●FI	L4
18	24	Jeep Comanche 2wd	150-FI	L4
18	24	Jeep Comanche 2wd	242-FI	M5
18	24	Chevrolet T10 Pickup 4wd	173-FI	M5
18	24	GMC T15 Pickup 4wd	173-FI	M5
18	23	Jeep Comanche 4wd	150-FI	L4
18	23	Jeep Comanche 4wd	242-FI	M5
18	23	Chevrolet T10 Pickup 4wd	173-FI	M4
18	23	GMC T15 Pickup 4wd	173-FI	M4
18	21	Toyota Truck 4wd	144-FI	L4
18	19	Dodge Power Ram 50 4wd	156-2bc	A4
18	19	Mitsubishi Truck 4wd	156-2bc	A4
18	18	Chevrolet K10 Pickup 4wd Diesel	379-●FI	M4
18	18	GMC K15 Pickup 4wd Diesel	379-●FI	M4C
18	18	Chevrolet K20 Pickup 4wd Diesel	379-●FI	M4
18	18	GMC K25 Pickup 4wd Diesel	379-●FI	M4
17	24	Chevrolet T10 Pickup 4wd	173-FI	L4
17	24	GMC T15 Pickup 4wd	173-FI	L4
17	23	Chevrolet C10 Pickup 2wd	262-FI	M5
17	23	GMC C15 Pickup 2wd	262-FI	M5
17	23	Chevrolet C20 Pickup 2wd	262-FI	M5
17	23	GMC C25 Pickup 2wd	262-FI	M5
17	23	Dodge Dakota 4wd	239-FI	M5
17	22	Chevrolet C10 Pickup 2wd	262-FI	L4
17	22	Chevrolet C10 Pickup 2wd	262-FI	M4
17	22	GMC C15 Pickup 2wd	262-FI	L4
17	22	GMC C15 Pickup 2wd	262-FI	M4
17	22	Dodge Dakota 2wd	239-FI	M5
17	22	Chevrolet K10 Pickup 4wd Diesel	379-●FI	L4
17	22	GMC K15 Pickup 4wd Diesel	379-●FI	L4
17	22	Chevrolet K20 Pickup 4wd Diesel	379-●FI	L4
17	22	GMC K25 Pickup 4wd Diesel	379-●FI	L4
17	21	Nissan Truck 4wd	146-FI	M5
17	20	Chevrolet C10 Pickup 2wd	262-FI	M4
17	20	GMC C15 Pickup 2wd	262-FI	M4
17	20	Dodge Dakota 2wd	239-FI	L3
17	19	Chevrolet C10 Pickup 2wd	262-FI	A3
17	19	GMC C15 Pickup 2wd	262-FI	A3
17	19	Chevrolet C20 Pickup 2wd	262-FI	A3
17	19	GMC C25 Pickup 2wd	262-FI	A3
16	22	Chevrolet C20 Pickup 2wd	262-FI	L4
16	22	GMC C25 Pickup 2wd	262-FI	L4
16	21	Jeep Comanche 2wd	242-FI	L4
16	21	Jeep Comanche 4wd	242-FI	L4
16	20	Chevrolet K10 Pickup 4wd	262-FI	M5
16	20	GMC K15 Pickup 4wd	262-FI	M5
16	20	Chevrolet K20 Pickup 4wd	262-FI	M5
16	20	GMC K25 Pickup 4wd	262-FI	M5
16	20	Ford F150 Pickup 2wd	300-FI	L4
16	20	Ford F150 Pickup 2wd	300-FI	M5
16	20	Chevrolet K10 Pickup 4wd	262-FI	L4
16	20	GMC K15 Pickup 4wd	262-FI	L4
16	19	Jeep J-10 Std. Pickup 4wd	258-2bc	M4
16	19	Chevrolet K20 Pickup 4wd	262-FI	L4
16	19	GMC K25 Pickup 4wd	262-FI	L4
16	18	F150 Pickup 2wd	300-FI	A3
16	18	Chevrolet K10 Pickup 4wd	262-FI	M4
16	18	GMC K15 Pickup 4wd	262-FI	M4
16	18	Chevrolet K20 Pickup 4wd	262-FI	M4
16	18	GMC K25 Pickup 4wd	262-FI	M4
16	18	Chevrolet C20 Pickup 2wd	262-FI	M4
16	18	GMC Pickup 2wd	262-FI	M4
15	21	Chevrolet C10 Pickup 2wd	305-FI	L4
15	21	Chevrolet C10 Pickup 2wd	305-FI	M5
15	21	GMC C15 Pickup 2wd	305-FI	L4
15	21	GMC C15 Pickup 2wd	305-FI	L4
15	20	Chevrolet C10 Pickup 2wd	350-FI	M5
15	20	GMC C15 Pickup 2wd	350-FI	L4
15	19	Dodge Dakota 4wd	239-FI	L3
15	19	Ford F150 Pickup 2wd	300-FI	C5
15	19	Ford F150 Pickup 4wd	300-FI	M5
15	19	Nissan Truck 4wd	181-FI	M5
15	18	Ford F150 Pickup 4wd	300-FI	C5
15	18	Ford F250 Pickup 4wd	300-FI	C5
15	18	Dodge D100, D150 Pickup 2wd	239-FI	L3
15	18	Dodge D250 Pickup 2wd	239-FI	L3
15	18	Ford F250 Pickup 2wd	300-FI	C5
15	17	Chevrolet C10 Pickup 2wd	305-FI	A3
15	17	GMC C15 Pickup 2wd	305-FI	A3
15	17	Dodge D250 Pickup 2wd	239-FI	M[illegible]
15	17	Ford F250 Pickup 2wd	300-FI	A3
15	17	Chevrolet K10 Pickup 4wd	262-FI	A3
15	17	GMC K25 Pickup 4wd	262-FI	A3
15	17	Chevrolet K20 Pickup 4wd	262-FI	A3
15	17	GMC K25 Pickup 4wd	262-FI	A3
15	17	Nissan Truck 4wd	181-FI	L4
15	16	Ford F150 Pickup 4wd	300-FI	A3
14	20	Chevrolet C20 Pickup 2wd	305-FI	L4
14	20	Chevrolet C20 Pickup 2wd	305-FI	M5
14	20	GMC C25 Pickup 2wd	305-FI	L4
14	20	GMC C25 Pickup 2wd	305-FI	M5
14	19	Chevrolet C20 Pickup 2wd	350-FI	L4
14	19	GMC C25 Pickup 2wd	350-FI	L4
14	18	Ford F150 Pickup 2wd	302-FI	L4
14	18	Ford F150 Pickup 2wd	302-FI	M5
14	18	Ford F250 Pickup 2wd	302-FI	M5
14	18	Ford F250 Pickup 2wd	302-FI	L4
14	17	Dodge D100, D150 Pickup 2wd	318-FI	L3
14	17	Ford F150 Pickup 4wd	302-FI	L4
14	17	Ford F250 Pickup 2wd	300-FI	M5
14	17	Chevrolet K10 Pickup 4wd	305-FI	L4
14	17	GMC K15 Pickup 4wd	305-FI	L4
14	16	Chevrolet C10 Pickup 2wd	350-FI	M4
14	16	GMC C15 Pickup 2wd	350-FI	M4
14	16	Chevrolet C20 Pickup 2wd	305-FI	A3
14	16	Chevrolet C20 Pickup 2wd	350-FI	M4
14	16	GMC C25 Pickup 2wd	305-FI	A3
14	16	GMC C25 Pickup 2wd	350-FI	M4
14	15	Ford F150 Pickup 2wd	302-FI	A3
13	19	Chevrolet C10 Pickup 2wd	350-FI	M5
13	19	GMC C15 Pickup 2wd	350-FI	M5
13	19	Chevrolet C20 Pickup 2wd	350-FI	M5
13	19	GMC C25 Pickup 2wd	350-FI	M5
13	19	Dodge D100, D150 Pickup 2wd	239-FI	M5
13	18	Chevrolet K20 Pickup 4wd	350-FI	L4
13	18	GMC K25 Pickup 4wd	350-FI	L4
13	17	Ford F150 Pickup 4wd	302-FI	M5
13	17	Ford F250 Pickup 4wd	302-FI	L4
13	17	Chevrolet K10 Pickup 4wd	350-FI	L4
13	17	Chevrolet K10 Pickup 4wd	350-FI	M5
13	17	Chevrolet K10 Pickup 4wd	305-FI	M5
13	17	GMC K15 Pickup 4wd	350-FI	L4
13	17	GMC K15 Pickup 4wd	350-FI	M5
13	17	GMC K15 Pickup 4wd	305-FI	M5
13	17	Chevrolet K20 Pickup 4wd	305-FI	L4
13	17	Chevrolet K20 Pickup 4wd	305-FI	M5
13	17	GMC K25 Pickup 4wd	305-FI	L4
13	17	GMC K25 Pickup 4wd	305-FI	M5
13	16	Ford F250 Pickup 4wd	302-FI	M5
13	15	Chevrolet K10 Pickup 4wd	350-FI	M4
13	15	GMC K15 Pickup 4wd	350-FI	M4
13	15	Chevrolet K20 Pickup 4wd	350-FI	M4
13	15	GMC K25 Pickup 4wd	350-FI	M4
13	14	Dodge D100, D150 Pickup 2wd	318-FI	A3
13	14	Dodge D250 Pickup 2wd	318-FI	A3
13	14	Chevrolet K10 Pickup 4wd	305-FI	A3
13	14	GMC K15 Pickup 4wd	305-FI	A3
13	14	Chevrolet K20 Pickup 4wd	305-FI	A3
13	14	GMC K25 Pickup 4wd	305-FI	A3
13	14	Dodge W100, W150 Pickup 4wd	318-FI	A3
13	13	Ford F150 Pickup 4wd	302-FI	A3
12	16	Dodge D250 Pickup 2wd	318-FI	M4
12	16	Chevrolet K20 Pickup 4wd	350-FI	M5
12	16	GMC K25 Pickup 4wd	350-FI	M5
12	16	Dodge D100, D150 Pickup 2wd	318-FI	M4
12	15	Dodge W100, W150 Pickup 4wd	318-FI	M4
12	15	Dodge W250 Pickup 4wd	318-FI	M4
12	14	Ford F150 Pickup 2wd	351-FI	A3
12	14	Ford F150 Pickup 4wd	351-FI	A3
12	14	Ford F250 Pickup 2wd	351-FI	A3
12	14	Dodge W250 Pickup 4wd	318-FI	A3
11	14	Dodge D100, D150 Pickup 2wd	360-●4bc	M4
11	14	Dodge D250 Pickup 2wd	360-●4bc	M4
11	14	Ford F250 Pickup 4wd	351FI	A3
11	13	Dodge D100, D150 Pickup 2wd	360-●4bc	A3
11	13	Dodge D250 Pickup 2wd	360-●4bc	A3
11	13	Jeep J-10 Std. Pickup 4wd	360-●2bc	A3
11	13	Jeep J-20 Std. Pickup 4wd	360-●2bc	A3
11	12	Dodge W100, W150 Pickup 4wd	360-●4bc	M4
11	12	Dodge W250 Pickup 4wd	360-●4bc	M4
9	11	Dodge W100, W150 Pickup 4wd	360-●4bc	A3
9	11	Dodge W250 Pickup 4wd	360-●4bc	A3

VANS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
22	28	Chevrolet Astro 2wd (Cargo)	151-FI	M5
22	28	GMC Safari 2wd (Cargo)	151-FI	M5
22	23	Toyota Van 2wd (Cargo)	137-FI	M5
22	23	Toyota Van 2wd (Passenger)	137-FI	M5
21	23	Toyota Van 2wd (Cargo)	137-FI	L4
21	23	Toyota Van 2wd (Passenger)	137-FI	L4
20	25	Chevrolet Astro 2wd (Cargo)	151-FI	L4
20	25	GMC Safari 2wd (Cargo)	151-FI	L4
20	24	Chevrolet G10-20 Van 2wd Diesel	379-●FI	M4
20	24	GMC G15-25 Vandura 2wd Diesel	379-●FI	M4
20	22	Toyota Van 4wd (Cargo)	137-FI	M5
20	22	Toyota Van 4wd (Passenger)	137-FI	M5
19	22	Mitsubishi Van	143-FI	L4
19	21	Toyota Van 4wd (Cargo)	137-FI	L4
19	21	Toyota Van 4wd (Passenger)	137-FI	L4
18	24	Ford Aerostar Van	183-FI	M5
18	23	Chevrolet G10-20 Van 2wd Diesel	379-●FI	L4
18	23	GMC G15-25 Vandura 2wd Diesel	379-●FI	L4
18	22	Nissan Van (Cargo)	146-FI	M5
18	22	Nissan Van (Passenger)	146-FI	M5
18	21	Chevrolet G10-20 Sportvan 2wd Diesel	379-●FI	M4
18	21	GMC G15-25 Rally 2wd Diesel	379-●FI	M4
18	21	Nissan Van (Cargo)	146-FI	L4
18	21	Nissan Van (Passenger)	146-FI	L4
18	21	Mitsubishi Wagon	143-FI	L4
17	23	Chevrolet Astro 2wd (Cargo)	262-FI	M5
17	23	GMC Safari 2wd (Cargo)	262-FI	M5
17	23	Ford Aerostar Van	183-FI	L4
17	23	Chevrolet Astro 2wd (Passenger)	262-FI	M5
17	23	GMC Safari 2wd (Passenger)	262-FI	M5
17	22	Ford Aerostar Wagon	183-FI	L4
17	22	Chevrolet Astro 2wd (Cargo)	262-FI	L4
17	22	Chevrolet Astro 2wd (Passenger)	262-FI	L4
17	22	GMC Safari 2wd (Cargo)	262-FI	L4
17	22	GMC Safari 2wd (Passenger)	262-FI	L4
17	19	Chevrolet G10-20 Van 2wd	262-FI	A3
17	19	GMC G15-25 Vandura 2wd	262-FI	A3
16	23	Ford Aerostar Wagon	183-FI	M5
16	23	Chevrolet G10-20 Sportvan 2wd Diesel	379-●FI	L4
16	23	GMC G15/25 Rally 2wd Diesel	379-●FI	L4
16	21	Chevrolet G10-20 Van 2wd	262-FI	L4
16	21	GMC G15-25 Vandura 2wd	262-FI	L4
16	20	Chevrolet G10-20 Sportvan 2wd	262-FI	L4
16	20	GMC G15-25 Rally 2wd	262-FI	L4
16	20	Chevrolet G30 Van 2wd	262-FI	L4
16	20	GMC G35 Vandura 2wd	262-FI	L4
16	19	Chevrolet G10-25 Van 2wd	262-FI	M4
16	19	GMC G15-25 Vandura 2wd	262-FI	M4
16	18	Volkswagen Vanagon 2wd	129-FI	M4
15	20	Chevrolet G10-20 Van 2wd	305-FI	L4
15	20	GMC G15-25 Vandura 2wd	305-FI	L4
15	20	Chevrolet G10-20 Van 2wd	305-FI	L4
15	20	GMC G15-25 Vandura 2wd	350-FI	L4
15	19	Ford E150 Econoline 2wd	300-FI	L4
15	18	Dodge B150, B250 Van 2wd	239-FI	L3
15	18	Dodge B150, B250 Wagon 2wd	239-FI	L3
15	18	Ford E150 Econoline 2wd	300-FI	M5
15	18	Chevrolet G10-20 Sportvan 2wd	262-FI	M4
15	18	GMC G15-25 Rally 2wd	262-FI	M4
15	17	Gord E150 Econoline 2wd	300-FI	A3
15	17	Chevrolet G10-20 Van 2wd	305-FI	A3
15	17	GMC G15-25 Vandura 2wd	305-FI	A3
15	15	Volkswagen Vanagon Syncro 4wd	129-FI	C5
14	17	Chevrolet G10-20 Van 2wd	305-FI	M4
14	17	GMC G15-25 Vandura 2wd	305-FI	M4
14	17	Dodge B150, B250 Van 2wd	318-FI	L3
14	17	Dodge B150, B250 Wagon 2wd	318-FI	L3
14	17	Ford E150 Club Wagon	300-FI	L4
14	16	Volkswagen Vanagon 2wd	129-FI	A3
14	15	Ford E150 Club Wagon	300-FI	A3
14	15	Ford E250 Econoline 2wd	300-FI	A3
13	19	Dodge B150, B250 Van 2wd	239-FI	M5
13	18	Dodge B150, B250 Wagon 2wd	239-FI	M5
13	18	Chevrolet G30 Sportvan 2wd	350-FI	L4
13	18	GMC G35 Rally 2wd	350-FI	L4
13	17	Ford E150 Club Wagon	302-FI	L4
13	17	Ford E150 Econoline 2wd	302-FI	L4
13	17	Ford E250 Econoline 2wd	302-FI	L4
13	17	Chevrolet G10-20 Sportvan 2wd	350-FI	L4
13	17	GMC G15-25 Rally 2wd	350-FI	L4
13	16	Chevrolet G10-20 Sportvan 2wd	305-FI	L4
13	16	GMC G15-25 Rally 2wd	305-FI	L4
13	14	Dodge B150, B250 Van 2wd	318-FI	A3
13	14	Dodge B350 Van 2wd	318-FI	A3
12	13	Dodge B150, B250 Wagon 2wd	318-FI	A3
12	13	Dodge B350 Wagon 2wd	318-FI	A3
11	14	Ford E150 Econoline 2wd	351-FI	A3
11	13	Dodge B150, B250 Van 2wd	360-●4bc	A3
11	13	Dodge B350 Van 2wd	360-●4bc	A3
11	13	Ford E150 Club Wagon	351-FI	A3
11	13	Ford E250 Econoline 2wd	351-FI	A3
11	13	Dodge B150, B250 Wagon 2wd	360-●4bc	A3
10	11	Dodge B350 Wagon 2wd	360-●4bc	A3

SPECIAL PURPOSE VEHICLES

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
30	35	Subaru Justy 4wd	73-2bc	M5
28	29	Suzuki Samurai Convertible	81-2bc	M5
28	29	Suzuki Samurai Hardtop	81-2bc	M5
25	29	Subaru Hatchback 4wd	109-2bc	M4
24	29	Subaru 3-dr. Sedan 4wd	109-□FI	M5
24	29	Subaru Wagon 4wd	109-□FI	M5
23	24	Subaru 3-dr. Sedan 4wd	109-□FI	A3
23	23	Subaru Wagon 4wd	109-□FI	A3
22	28	Chevrolet S10 Blazer 2wd	151-FI	M5
22	28	GMC S15 Jimmy 2wd	151-FI	M5
22	26	Jeep Cherokee 2wd	150-FI	M4
22	25	Jeep Cherokee, Wagoneer 4wd	150-FI	M4
21	28	Dodge Caravan, Ram Van 2wd	152-FI	M5
21	28	Plymouth Voyager 2wd	152-FI	M5
21	27	Dodge Colt Vista 4wd	122-FI	M5
21	27	Plymouth Colt Vista 4wd	122-FI	M5
21	24	Jeep Cherokee 2wd	150-FI	M5
20	25	Chevrolet S10 Blazer 2wd	151-FI	L4
20	25	GMC S15 Jimmy 2wd	151-FI	L4
20	23	Dodge Caravan, Ram Van 2wd	152-FI	A3
20	23	Plymouth Voyager 2wd	152-FI	A3
20	23	Jeep Cherokee, Wagoneer 4wd	150-FI	M5
20	23	Nissan Stanza Wagon 4wd	120-FI	M5
19	24	Ford Bronco II 2wd	179-FI	M5
19	22	Toyota 4Runner 4wd	144-FI	M5
19	21	Nissan Stanza Wagon 4wd	120-FI	L4
18	25	Chevrolet S10 Blazer 2wd	173-FI	M5
18	25	GMC S15 Jimmy 2wd	173-FI	M5
18	24	Jeep Cherokee 2wd	150-FI	L4
18	24	Jeep Cherokee 2wd	242-FI	M5
18	23	Ford Bronco II 4wd	179-FI	M5
18	23	Dodge Caravan, Ram Van 2wd	181-FI	L3
18	23	Jeep Cherokee, Wagoneer 4wd	150-FI	L4
18	23	Jeep Cherokee, Wagoneer 4wd	242-FI	M5
18	23	Chevrolet S10 Blazer 2wd	173-FI	M4
18	23	GMC S15 Jimmy 2wd	173-FI	M4
18	23	Chrysler Town & Country	181-FI	L3
18	23	Plymouth Voyager 2wd	181-FI	L3
18	20	Grumman Allied LLV	151-FI	L3
18	20	Jeep Wrangler 4wd	150-FI	M5
17	24	Chevrolet S10 Blazer 2wd	173-FI	L4
17	24	GMC S15 Jimmy 2wd	173-FI	L4
17	22	Ford Bronco II 2wd	179-FI	L4
17	22	Chevrolet T10 Blazer 4wd	173-FI	M4
17	22	Chevrolet T10 Blazer 4wd	173-FI	M5
17	22	GMC T15 Jimmy 4wd	173-FI	M4
17	22	GMC T15 Jimmy 4wd	173-FI	M5
17	21	Chevrolet V10 Blazer 4wd Diesel	379-●FI	L4
17	21	GMC V15 Jimmy 4wd Diesel	379-●FI	L4
17	21	Ford Bronco II 4wd	179-FI	L4
17	21	Jeep Wrangler 4wd	258-2bc	M5
17	19	Mitsubishi Montero	156-2bc	M5
17	19	Dodge Raider	156-2bc	M5
17	19	Toyota 4Runner 4wd	144-FI	L4
16	23	Chevrolet R10 Suburban 2wd Diesel	379-●FI	L4
16	23	GMC R15 Suburban 2wd Diesel	379-●FI	L4
16	22	Chevrolet T10 Blazer 4wd	173-FI	L4
16	22	GMC T15 Jimmy 4wd	173-FI	L4
16	21	Jeep Cherokee 2wd	242-FI	L4
16	21	Jeep Cherokee, Wagoneer 4wd	242-FI	L4
16	21	Chevrolet V10 Suburban 4wd Diesel	379-●FI	L4
16	21	GMC V15 Suburban 4wd Diesel	379-●FI	L4
16	19	Nissan Pathfinder 4wd	146-FI	M5
16	19	Isuzu Trooper	156-FI	M5
16	19	Eagle Wagon 4wd	258-2bc	A3
16	18	Isuzu Trooper	156-FI	L4
16	17	Mitsubishi Montero	156-2bc	A4
16	17	Dodge Raider	156-2bc	A4
15	19	Ford Bronco 4wd	300-FI	M5
15	18	Dodge Dakota Cab Chassis 2wd	239-FI	L3
15	17	Jeep Wrangler 4wd	258-2bc	A3
15	17	Nissan Pathfinder 4wd	181-FI	L4
15	16	Chevrolet S10 Cab Chassis 2wd	173-FI	L4
15	16	GMC S15 Cab Chassis 2wd	173-FI	L4
15	15	Toyota Cab Chassis 2wd	144-FI	M4
15	15	Chevrolet S10 Cab Chassis 2wd	173-FI	M4
15	15	GMC S15 Cab Chassis 2wd	173-FI	M4
14	18	Ford Bronco 4wd	300-FI	C5
14	18	Nissan Pathfinder 4wd	181-FI	M5
14	17	Dodge AD150 Ramcharger 2wd	318-FI	L3
14	15	Ford Bronco 4wd	300-FI	A3
14	14	Land Rover Range Rover	215-FI	L4
14	14	Nissan Truck Cab Chassis 2wd	181-FI	M5
13	18	Chevrolet R10 Suburban 2wd	350-FI	L4
13	18	GMC R15 Suburban 2wd	350-FI	L4
13	17	Ford Bronco 4wd	302-FI	L4
13	17	Chevrolet V10 Blazer 4wd	350-FI	L4
13	17	GMC V15 Jimmy 4wd	350-FI	L4
13	16	Ford Bronco 4wd	302-FI	M5
13	16	Chevrolet V10 Suburban 4wd	350-FI	L4
13	16	GMC V15 Suburban 4wd	350-FI	L4
13	15	Chevrolet V10 Blazer 4wd	350-FI	M4
13	15	GMC V15 Jimmy 4wd	350-FI	M4
13	14	Dodge AD150 Ramcharger 2wd	318-FI	A3
13	13	Toyota Cab Chassis 2wd	144-FI	A4
12	15	Dodge AW150 Ramcharger 4wd	318-FI	M4
12	14	Dodge AW150 Ramcharger 4wd	318-FI	A3
12	14	Toyota Land Cruiser Wagon 4wd	241-FI	L4
12	14	Chevrolet V10 Suburban 4wd	350-FI	M4
12	14	GMC V15 Suburban 4wd	350-FI	M4
12	13	Ford Bronco 4wd	302-FI	A3
12	12	Nissan Truck Cab Chassis 2wd	181-FI	L4
11	14	Ford Bronco 4wd	351-FI	A3
11	13	Dodge AD150 Ramcharger 2wd	360-●4bc	A3
11	13	Jeep Grand Wagoneer 4wd	360-●2bc	A3
11	13	Dodge D250 Cab Chassis 2wd	360-●4bc	A3
11	12	Dodge AW150 Ramcharger 4wd	360-●4bc	M4
9	11	Dodge AW150 Ramcharger 4wd	360-●4bc	A3

NOTE: All are feedback fuel systems (FFS) unless otherwise indicated.

● = Not FFS
□ = Single Port Fuel Injection
○ = Multiport Fuel Injection

Transmissions: A = automatic, C = creeper, L = lockup, M = manual.

AUCTION DATES

American Motors

Oct. 6 — D-A Auto Auction, New Stanton, Pa.

Oct. 7 — Minneapolis Auto Auction, Plymouth, Minn.; Kansas City Auto Auction, Kansas City, Mo.; and Northeast Auto Dealers, Newburgh, N.Y.

Oct. 8 — Greater Chicago Auto Auction, Chicago, and Evansville Auto Auction, Evansville, Ind.

Oct. 9 — St. Louis Auto Auction, St. Louis

Oct. 13 — Aptco Auto Auction, Taylor, Mich., and Statesville Auto Auction, Statesville, N.C.

Oct. 14 — Columbus Auto Auction, Columbus, Ohio

Oct. 15 — Corry Auto Auction, Corry, Pa.

Chrysler Corp.

Oct. 6 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; NuCarPrep System, Santa Fe Springs, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Oct. 7 — A.D.E. of Birmingham, Birmingham, Ala.; Columbus Fair Auto Auction, Obetz, Ohio; South Seattle Auto Auction, Kent, Wash.; and Southern Auto Auction, Warehouse Point, Conn.

Oct. 8 — Fredericksburg Auto Auction, Fredericksburg, Va.

Oct. 9 — St. Louis Auto Auction, St. Louis

Oct. 13 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Dallas Auto Auction, Grand Prairie, Texas

Oct. 14 — Southwest Auto Auction, Phoenix, Ariz.; Butler Auto Auction, Gibsonia, Pa.; and Minneapolis Auto Auction, Plymouth, Minn.

Oct. 15 — Clanton's Auto Auction, Darlington, S.C.; Northway Exchange, Clifton Park, N.Y.; and Indianapolis Auto Auction, Indianapolis

Ford Motor Co.

Oct. 6 — Harrisonburg Auto Auction, Harrisonburg, Va.

Oct. 7 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Lakeland Auto Auction, Lakeland, Fla.

Oct. 14 — Atlanta Auto Auction, Red Oak, Ga., and Concord Auto Auction, Acton, Mass.

Oct. 15 — Dallas Auto Auction, Grand Prairie, Texas; Baltimore-Washington Auto Exchange, Baltimore; Southwest Auto Auction, Phoenix, Ariz.; Bay Cities Auto Auction Inc., Hayward, Calif.; and 166 Auto Auction, Springfield, Mo.

Oct. 21 — Columbus Fair Auto Auction, Obetz, Ohio; Lakeland Auto Auction, Lakeland, Fla.; Southern California Auto Auction, Fontana, Calif.; and Salt Lake Auto Auction, Salt Lake City

Oct. 22 — Greater Chicago Auto Auction, Chicago; Denver Auto Auction, Aurora, Colo.; and Skyline Auto Exchange, Fairfield, N.J.

Oct. 27 — South Seattle Auto Auction, Kent, Wash.

General Motors

Oct. 6 — Southern Auto Auction, East Windsor, Conn., and Dallas Auto Auction, Grand Prairie, Texas

Oct. 7 — Atlanta Auto Auction, Atlanta, Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; Southern California Auto Auction, Fontana, Calif.; and Omaha Auto Auction, Omaha, Neb.

Oct. 8 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; and St. Louis Auto Auction, Bridgeton, Mo.

Oct. 13 — Florida Auto Auction of Orlando, Ocoee, Fla.

Oct. 14 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 15 — Butler Auto Auction, Gibsonia, Pa.; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Oct. 20 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Oct. 21 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; and Omaha Auto Auction, Omaha, Neb.

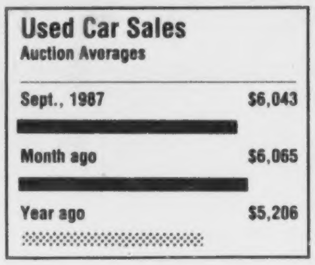
Oct. 22 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Oct. 27 — Harrisonburg Auto Auction, Harrisonburg, Va.

Oct. 28 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Used Car Sales

Auction Averages



Sept., 1987	$6,043
Month ago	$6,065
Year ago	$5,206

Model Breakdown

Auction Averages

	SEP 1987	AUG 1987	JUL 1987
1987	$11,357	$11,726	$11,512
1986	$8,808	$8,934	$9,032
1985	$7,321	$7,385	$7,394
1984	$5,764	$5,754	$5,756
1983	$4,940	$5,016	$5,081
1982	$3,607	$3,648	$3,684
1981	$2,583	$2,632	$2,642
1980	$2,044	$2,072	$2,068
Overall Average	$6,043	$6,070	$6,030

AUCTION DIRECTORY

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Texan sentenced for role in Missouri odometer case

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

ST. LOUIS — A 53-year-old Dallas businessman was sentenced to three years in prison and ordered to pay restitution to 480 persons victimized in the 166 Auto Auction odometer-rollback scandal.

Lee R. Spradling pleaded guilty to one count of conspiracy to commit odometer fraud in U.S. District Court for the Western District in St. Louis. Maximum penalty is five years in jail and a fine of $10,000.

U.S. District Court Judge George F. Gunn Jr. ordered Spradling to pay $60,000 in restitution to the victims within five years.

Spradling conducted business as Texas Suburban, a company purchasing late-model, high-mileage lease vehicles.

All vehicles, whether obtained through the auction or other markets, were purchased with funds provided by the 166 Auto Auction, said U.S. attorneys.

After Texas Suburban purchased the vehicles, Spradling ordered auction employees to reset mileages, according to the indictment.

Then the company resold the vehicles through the auction after obtaining new titles from Oklahoma in the names of a variety of bogus companies, said U.S. attorneys.

Between 1981-83, according to the federal indictment, financial paperwork for all of the vehicles bought and sold by Texas Suburban went through the 166 Auto Auction.

Federal officials said more than 3.5 million miles were erased from autos involved in the scam.

In other action, R. Joe Kellhofer, 42, of Springfield, Mo., was indicted by a federal grand jury two weeks ago and charged with transporting a forged car title — a felony — and misdemeanor charges of odometer fraud and making false odometer statements.

Kellhofer, an auction employee and used-car salesman, allegedly tried to sell a car with a false title and a rolled-back odometer in the fall of 1982.

Melvin Reid, the owner of 166 Auction, pleaded guilty in August in U.S. District Court in the Western District of Missouri to six counts of odometer fraud on behalf of the auction. The company was fined $300,000 and told to establish a trust fund of $300,000 to reimburse victims.

Reid was not charged in the indictment. "A corporation cannot go to jail so the owner was permitted to plead guilty for the auction to specific charges of odometer fraud," said federal officials.

Two 166 Auction employees and a businessman who used the auction as a business address also pleaded guilty to charges of conspiracy to commit odometer fraud and are expected to be sentenced within the next few weeks, said federal officials.

Special Correspondent Jack Bernstein in St. Louis contributed to this report.

Eaton, GTE team to develop ceramic engine parts

CLEVELAND — Eaton Corp. and GTE Corp. are joining forces to develop engine components made of ceramics.

The companies said they foresee a substantial market developing for such components. It is expected that the work will lead to a joint venture, the companies said.

GTE Laboratories, Waltham, Mass., last year announced development of a silicon nitride ceramic composite it said could "deliver a significant advantage in the evolution of high-quality, durable ceramic components."

Development work will be done at Waltham and at Eaton's Corporate Research and Development Center in Southfield, Mich.

The companies declined to disclose how much money will be invested in the development project.

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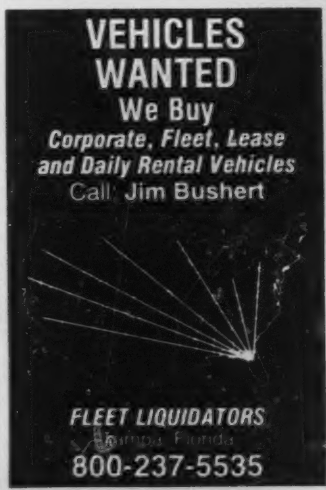

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PRICES

FROM PAGE 1

ticket features as automatic transmission on models like the J-cars that do not have it as standard equipment and air conditioning.

GM claims that the "typically equipped" 1988 A and J models are priced lower than their 1987 counterparts.

The Buick Skyhawk is an extreme example of how the new pricing strategy works. The 1988 base price on the Buick Skyhawk coupe is $8,884, compared with a 1987 base price of $8,522. However, the 1988 price includes more than $1,000 worth of items that were options in 1987 and are now standard equipment. Included are power steering and AM/FM stereo radio.

In addition, a "typical" Skyhawk buyer would pay $10,221, or $1,000 less in 1988 than in 1987, by ordering air conditioning and the automatic transmission option package, which also includes cruise control, tilt steering wheel and a cassette/radio.

The savings are less pronounced on other A-cars and J-cars.

GM dealers contacted by Automotive News praised the automaker for adopting the approach — long used by the Japanese — of putting more standard equipment on some of its cars. Dealers said that if it works for Honda, it should work for GM. They added that they seldom order stripped models; they load cars with the equipment customers usually order.

However, dealers blasted the corporation for increasing prices at a time when GM is losing market share and GM dealers are struggling for sales and profits.

A California dealer called the price hike "a damn poor move." He added, "GM is taking advantage of the depreciation of the dollar to whip the consumer in the marketplace."

GM claims that prices of its entire fleet of 1988 cars rose an average of 1.9 percent because of the lower prices on comparably equipped models. Automotive News estimates the 1.9 percent is $275. The increases on some cars, particularly GM's most popular models, are sharply higher than 1.9 percent.

GM President Robert Stempel said the prices are tentative, depending on the outcome of the contract talks with the UAW.

GM's added-equipment pricing procedure is not new, nor is this the first time GM has tried it. GM did it in 1981 when it introduced the first of its J-cars — the Chevrolet Cavalier and Pontiac J2000 (now Sunbird).

It didn't work for GM then. GM priced those models way out of line with what the market would take. It added equipment but it put that equipment on the cars at full retail prices without the discounts now being offered. Buyers were turned off, and the J-cars got off to a miserable start. Adjustments later put the J-cars on a faster track.

Chrysler Motors didn't make GM's mistakes when it developed the Omni/Horizon America concept in 1986. The America models were considerably lower priced than the Omni/Horizon units they replaced. Chrysler trimmed the list of options available, put them in packages and simplified the manufacturing process, thereby cutting costs, a savings passed along to the customer. Chrysler is doing the same with its Aries/Reliant America models for 1988.

Ford Motor Co. has used the option packaging approach for several years and has had considerable success with it.

But this marks the first time GM or any other domestic automaker has used the loaded-car/option-packaging strategy on such a widespread scale. And the scale is likely to broaden if this is successful.

Stempel called the new strategy an experiment and said that customer reaction to the new plan will be closely monitored in the next three months before GM decides whether to expand it.

GM chose to focus on the A-cars and J-cars for its experiment because they are high-volume lines, accounting for more than one-third of its annual car sales, and are situated in highly competitive market segments.

The J-cars are the Chevrolet Cavalier, Pontiac Sunbird, Buick Skyhawk and Oldsmobile Firenza; the Cadillac Cimarron J-car doesn't figure in the program. The A-bodies are the Chevrolet Celebrity, Pontiac 6000, Buick Century and Oldsmobile Cutlass Ciera.

GM itself benefits most from the strategy of added standard equipment and option packages. It claims it can save money in manufacturing the cars and can pass the savings along to consumers. Stempel also says it can build better-quality cars by building the same ones over and over.

The advantage to the dealer is that the cars are easier to order. Dealers say they don't have to carry as much inventory from stripped-down to loaded models.

But there are serious pitfalls. Chief among them is the choice of equipment to be made standard or offered in the packages. If GM has chosen items that buyers can easily do without, the corporation is asking buyers to pay a price penalty for the extra goodies.

Even if the added equipment items are desirable, the new sticker price may be higher than the buyer can afford. The customer may turn to another make of car that is less-lavishly equipped.

There are no delete options in the GM plan. What you see is what you get — and what you pay for.

GM argues that it has chosen items that are ordered by at least 80 percent of the car buyers. Price analysts suggested that GM may find that 80 percent is an overly optimistic break point.

The GM program will call for a Herculean amount of promotion and extensive and explicit advertising. Dealers admit they will have to educate consumers to the benefits.

On many models, GM's base prices show some fancy increases. Without adjusting for equipment changes, a Chevrolet Caprice four-door went up $1,015; a Corvette jumped $1,481; a Buick Skylark Custom coupe climbed $727; a Cadillac Coupe DeVille rose $1,733; and the Cadillac Allante moved up $1,833.

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Len Pollak Buick
Ask for John Kerr or Joe Garnett

REBATE

FROM PAGE 1

rebate on the purchase of a 1987 rear-wheel-drive Cutlass Supreme or 1988 rwd Cutlass Supreme Classic and a $500 rebate on the purchase of any 1988 or prior year Oldsmobile model. The program also offers competitive-make owners a $300 cash rebate on any 1988 Cutlass Calais or 1987 Calais.

No financing incentive or dealer participation is included in the program.

GM did not extend its cleanup incentive program on 1987 models. It expired on Sept. 30 despite Ford Motor Co.'s decision to continue rebates and low-interest financing on Ford Tempo and Mercury Topaz models until Oct. 14.

Ford Chairman Donald E. Petersen predicted last week that some form of consumer incentives would be offered by automakers throughout the 1988 model year.

Low-interest financing and rebates have been offered by all of the domestic automakers throughout the 1987 model year to prop up slow sales and reduce vehicle inventories. Even many importers — who traditionally have not needed to offer incentives to sell their cars and trucks — have resorted to the sales gimmicks this year.

In a 10-week program earlier this year, GM offered selected GM owners in four test-market areas rebates ranging from $200 to $1,500.

The rebates were offered in addition to other incentives in effect during that period. That program, called "Owners First," met with much enthusiasm from dealers and GM owners. Oldsmobile and Buick continued the program to help reduce heavy inventories of 1987 cars.

The Buick and Oldsmobile programs went nationwide on July 16 and included mailings to competitive-make owners in addition to their own owners. The Buick and Oldsmobile rebate programs were expanded to include reduced interest rates; those rates were in addition to the corporation-wide cleanup program. All GM programs expired Sept. 30.

GM would not say how many cars were sold under either of the programs; however, divisional marketing executives said the programs were effective and that they would consider similar incentive programs in the future.

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10/14/87

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4 hopefuls vie in hot NADA race

Candidates differ on group's policies

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

The political race for first vice president of the National Automobile Dealers Association — normally a popularity contest with little emphasis on hard issues — this year has more candidates than ever and is focusing on tough national issues as well as the way in which NADA itself conducts business.

The autonomy of the NADA staff, association tactics and controversial national issues like factory franchising policies, fleet subsidies, customer-satisfaction indexes and binding arbitration are being raised in an unusually vigorous campaign that will determine the future NADA president.

One outspoken candidate, Ron Tonkin, wants to "harness the horsepower" of dealers and threatens to move to Washington to more closely control NADA's 382-person professional staff, which has grown substantially over the past few years.

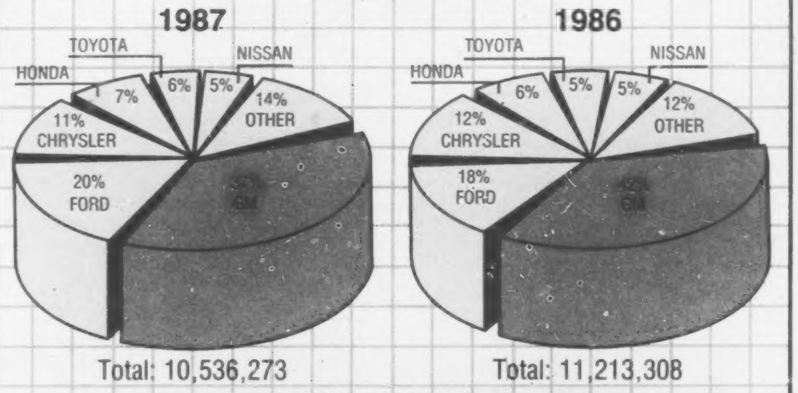
At the other end of the spectrum is Herbert Adcox, who is not likely to tamper with staff autonomy at all. And in the middle are Richard R. Smith and David A. Banks, who would be most likely to make only minor changes in the officer-staff relationship.

When NADA directors meet next week at the Ritz-Carlton Naples (Fla.) hotel to elect new officers, they will have to choose one of the four candidates for first vice president — the person who will lead the organization into the 1990s.

It is a foregone conclusion that

see NADA, page 56

MODEL YEAR SALES CAR SHARES



TOP MODELS

Escort — 394,999

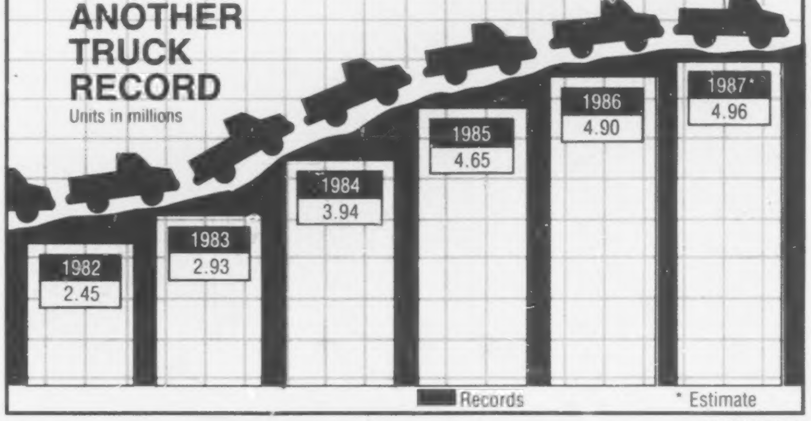
Ford F-series — 519,704

TOP DOMESTIC CARS

Ford Escort	394,999	Ford Tempo	234,663
Ford Taurus	376,907	Honda Accord	226,907
Chevrolet Celebrity	331,647	Pontiac Grand Am	216,065
Chevrolet Cavalier	295,316	Chevrolet Caprice	189,027
Oldsmobile Cutlass Ciera	264,860	Oldsmobile Delta 88	184,402

ANOTHER TRUCK RECORD

Units in millions



PATRICIA A. CHEAL

Stories, tables on Pages 38 and 39

Big 3 profits may slip 20% for quarter

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

The Big 3 automakers are expected to report combined third-quarter profits of just under $1 billion, about 20 percent less than they earned in the third quarter of 1986.

General Motors and Chrysler Corp. will have much lower profits in the third quarter compared with 1986, with GM reporting a significant operating loss, analysts predicted. Ford Motor Co. earnings are expected to be about the same as or slightly lower than earnings for the third quarter of 1986.

GM will announce earnings the week of Oct. 19. Ford will report late that week or the following week. Chrysler's announcement will be Oct. 27.

EARNINGS FORECAST

averages, in millions, from 9 auto analysts for GM; 10 for Ford and Chrysler

	3rd quarter 1987	3rd quarter 1986
GM	$ 100	$ 264
Ford	660	693
Chrysler	235	324
Big 3	995	1,281

Based on an average of forecasts by 10 auto analysts, the Big 3 will report combined earnings of about $995 million for the third quarter. That compares with $1.28 billion in the third quarter of 1986.

GM's earnings are anticipated to be about $100 million, a 60-percent drop from the $264 million earned in the year-ago third quarter. Estimates from analysts vary widely, however. Jean-Claude Gruet, of Salomon Brothers, is the only analyst who predicted that GM will report a net loss.

Earnings estimates could prove too low if GM implements a major accounting change in the quarter, but analysts expect the automaker will hold off on that change until the fourth quarter.

Analysts generally agree GM will suffer an operating loss even larger than the one in the third quarter a year ago. They estimate the operating loss will range from $200 million to $500 million.

That compares with operating losses of $339 million in the third quarter of 1986 and $21 million in the third quarter of 1985.

Analysts said this year's operating loss will be larger than last year's because of high incentive costs for the 1.9-percent financing program that yielded lower sales than the 2.9-percent model-year-closeout incentive last year. GM's sales have been lower throughout the year,

see PROFITS, page 56

NICHE: *Makers find market for cars under $6,000*

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

While much of the auto industry plots its moves upscale, an invasion of under-$6,000 cars into the U.S. market this year confirms that buyers have not lost their appetite for reliable transportation at no-frills prices.

In quick succession, the Subaru Justy, Volkswagen Fox, Mitsubishi Precis, Ford Festiva and Pontiac LeMans have rolled in from offshore factories, nearly doubling the number of sub-$6,000 nameplates sold in the United States.

And largely on the strength of their price tags, they have managed to build some momentum. Though sales numbers vary widely, each car has a good shot at reaching its first-year sales target.

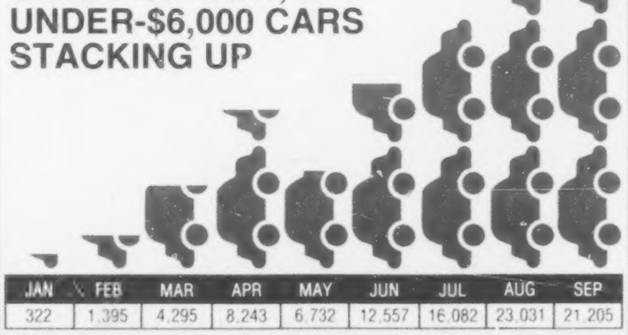
At their current pace the five models collectively could claim more than 190,000 sales in 1987 — nearly two percent of the total U.S. car market. That total can only rise next year, when each car will have 12 months of sales to tally up. In the meantime, though, other makers will be crowding the segment with entries of their own.

Analysts and company officials say a big chunk of the activity has come from would-be used-car

see NICHE, page 56

They're small, imported, inexpensive and booming

SALES OF NEW, UNDER-$6,000 CARS STACKING UP



JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
322	1,395	4,295	8,243	6,732	12,557	16,082	23,031	21,205

Sales of Ford Festiva, Mitsubishi Precis, Pontiac LeMans, Subaru Justy and VW Fox

PATRICIA A. CHEAL

Chrysler offers incentives to buyers, dealers

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — Chrysler Motors last week followed General Motors as it mailed coupons worth up to $1,000 toward the purchase of a new vehicle to 15 million owners of Chrysler cars and competitive makes.

Chrysler Motors also began dealer cash incentives on 1987 Chrysler LeBaron coupes and selected Dodge cars and truck models.

It also extended retail incentives on Plymouth Reliant and Dodge

see CHRYSLER, page 6

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Japan eyes 10% cut in '88 auto exports to U.S. *Page 2*
Auto leaders attend Henry Ford II memorial *Page 3*
Makers pleased with Canada pact *Page 54*